

1911

1912

ESTABLISHED 1875

Winter Whole Sale Price-List

Grafts, Apple Seedlings,
Fruit Tree Stocks,
Hedge Plants, Forest
Tree Seedlings, Scions



MOUNT ARBOR NURSERIES

E. S. Welch, Prop.
Shenandoah, Iowa

TELEPHONES { Bell No. 77
 { Mutual No. 385

To the Trade:

In presenting our Winter Wholesale List I wish to thank our many customers for the liberal trade extended us in the past and to assure you of our appreciation of your continued patronage, which we shall make every effort to merit.

We urgently request correspondence and trial orders from new customers, feeling confident that you will be pleased with our stock and method of doing business.

We have added to our equipment and plant until we now have one of the most complete and best equipped nursery plants to be found any where, placing us in a position to give the best of service.

In issuing this list we desire especially to interest you in Apple Seedlings and Root Grafts. Our facilities for handling this branch of the business are unsurpassed; with our large force of experienced help, storage buildings designed and built expressly for this work, we are able to handle it in the best possible manner. Give us a trial and be convinced.

Can supply most any grade of Apple Seedlings desired and will put up any style of graft to order. If we do not quote what you want write us stating grade of seedlings or style of grafts wanted.

LOCATION AND SHIPPING FACILITIES

WE ARE located in southwestern Iowa, fifty miles from Omaha on well drained upland and have a fertile soil that cannot be surpassed in the United States. Three railroads (C. B. & Q., Wabash and K. & W.) afford competition in freight rates and a rapid and convenient shipping outlet in every direction. Two express companies (Adams and Wells Fargo) also give excellent service.

TERMS AND CONDITIONS

SHIPPING—Please give shipping directions, whether by freight or express, also route. If no directions are given we forward to the best of our judgment, without assuming responsibility, as all goods travel at purchaser's risk and expense.

PRICES—The prices named in this list are for the wholesale trade only, and limited to winter 1911-1912 and supersede all previous quotations on the stock offered herein, and are subject to change without notice. Should prices change either higher or lower during the season, the prices agreed upon at the time the order is accepted are expected to stand.

CAUTION—We accept all orders on the condition that they shall be void should injury befall our stock from frost, hail, fire or other causes over which we have no control.

CLAIMS—All claims for errors and deductions must be made within ten days after receipt of goods.

TERMS—To known responsible parties we extend the usual terms of credit. Orders from those whose financial standing we are not acquainted with must be accompanied by one-fourth cash or satisfactory references.

PACKING—GRAFTS BOXED FREE—On other stock we charge to cover cost. All packing carefully done in the best possible manner in paper lined boxes.

GUARANTEE OF GENUINENESS—While we exercise the utmost diligence and care to have all varieties true to name, and hold ourselves in readiness, on proper proof, to replace all trees, etc., that may prove otherwise, or refund the amount paid, it is mutually understood and agreed between the purchaser and ourselves that we shall in no case be liable for any sum greater than the amount originally received for said trees, etc., that prove untrue.

Treatment of Nursery Stock that has been Frozen in Transit

Place the package UNOPENED in a cellar or some such place, that is COOL but free from frost, until completely thawed. DON'T be in a hurry to open. The stock can remain in the package for two weeks or longer if necessary without injury. It is best to cover boxes over with sawdust, earth or something to exclude air.

MOUNT ARBOR NURSERIES,

E. S. WELCH, PROP.

SHENANDOAH, IOWA.

ROOT GRAFTS

Ever since the Mount Arbor Nurseries were established in 1875, growing Apple Seedlings, Apple Trees and making Apple Grafts for the trade and our own planting has been one of our specialties. For this work we employ only skilled labor and select the best of material. We use Orchard Scions as far as possible and vigorous healthy Seedlings, carefully selected when grading our blocks of Seedlings.

All Grafts are carefully assorted and only the best of material used in orders, so that customers can depend on getting a first-class article. Orders should be placed early to secure the best selection of varieties and to give the Grafts ample time to callous before shipment. After our Grafts are made they are tied in bundles of 100, each bunch carefully labeled and packed away to callous.

Our Piece-Root Grafts are made with a six-inch Scion and three and one-half inch Root, the same style that we make largely for our own planting. For Whole-Root Grafts we use the entire Seedling, either a straight or branched root as the customer may select. **Any style of Graft made to order.**

WHOLE ROOT GRAFTS

Some of our customers get best results from planting Whole Root Grafts, which are made with a Scion about six inches in length and a branched or straight Seedling. We recommend a strong branched Seedling as it will usually give the best results. One customer advises his Whole Root Grafts put up on heavy branched Seedlings made 8 to 12 inches more growth than the Piece Root Grafts under the same conditions.

Grafts should be planted at the earliest date in the Spring the season will permit, in rows about three and one-half feet apart and seven to eight inches apart in the row. The ground should be plowed deep (in the fall preferred) and well prepared before planting.

Graft Wrapping Machine

We have installed five Graft Wrapping Machines run with electric motor for wrapping Grafts. We have been able to do much better wrapping of the union of the Grafts and are confident the continuous machine wrapping will materially reduce the percentage of crown gall, which frequently develops about the union of root and Scion in grafted Apple Trees.

George G. Hedgcock, Pathologist of the U. S. Department of Agriculture, conducted extensive experiments in his "field studies of the crown gall and hairy root of the Apple Tree." (See Bulletin No. 186 Bureau of Plant Industry) and according to his experiments there was a difference in percentage of crown gall of nineteen per cent. in favor of the continuous thread wrapping; aside from an increase in the stand of 10.2 per cent.

PRICES OF GRAFTS IN ASSORTMENT

| | |
|--|---------------------|
| APPLE and CRAB, No 1 Piece Root, 1000 to 5000 | Per 1000 \$ 6 50 |
| “ “ “ “ “ 5000 and up..... | 6 00 |
| “ “ “ “ “ Whole “ branched, 1000 to 5000..... | 10 00 |
| “ “ “ “ “ “ “ 5000 and up..... | 9 00 |
| Apple and Crab Grafts put up on No 1 straight Seedlings 50c per 1000 higher. | |
| PEAR, No. 1, Piece Root | 8 00 |
| “ “ Whole “ branched..... | 10 00 |

Leading Varieties Apple

| | | | |
|--------------------|--------------------------|---------------------|----------------------|
| Aiken | Golden Russett | Maiden Blush | Seek-no-further |
| Alexander | Gravenstein | †Malinda | †Senator |
| Allen's Choice | Greenville | Mam. Black Twig | Smokehouse |
| Anisim | Grimes Golden | Mann | Sops of Wine |
| Arkansas Black | Haas | Milam | †Spitzenburg |
| Aut. Strawberry | Hibernal | Minkler | Stark |
| †Banana | Horse Yellow | Mo. Pippin | †Staymans Winesap |
| Bailey Sweet | Hubbardston Nonsuch | N. W. Greening | Sutton Beauty |
| †Baldwin | Huntsman | †Northern Spy | Sweet Bough |
| Baxter | Ingram | Paradise Win. Sweet | Sweet June |
| Ben Davis | Iowa Beauty | †Patten's Greening | Talman Sweet |
| Benoni | Iowa Blush | Peerless | Tetofsky |
| Black Annette | Isham Sweet | Perry Russett | Utter's Red |
| †Black Ben Davis | Janet | Peter | University |
| Chenango | Jefferis | Pewaukee | †Wagner |
| Cooper's Ea. White | Jonathan | Pound Sweet | Walbridge |
| †Delicious | Kaump | Prices Sweet | Wealthy |
| Dominie | King of T Co. | Rambo | White Pearmain |
| †Duchess | †King David | Ramsdell Sweet | White Pippin |
| Early Harvest | Lawyer (Del. Red Winter) | Red Astrachan | Willow Twig |
| Fallwater | L. R. Romanite | Red Beigtzheimer | Winesap |
| Fall Orange | Limber Twig | Red June | †Windsor Chief |
| Fall Pippin | Liveland-Raspberry | R. I. Greening | Wolf River |
| †Fameuse | Longfield | Romanstem | Yellow Belleflower |
| Flora Bell | Lowell | †Rome Beauty | †Yel. Newtown Pippin |
| Gano | †McIntosh Red | Salome | †Yellow Transparent |
| Golden Sweet | McMahon | Scotts Winter | York Imperial |

Leading Varieties Crab

| | | | |
|------------------|---------------|--------------|-----------------|
| Alaska | General Grant | Milton | Soulard |
| Brier Sweet | Golden Beauty | Minnesota | †Transcendent |
| Darrr | Gideon No. 4 | Orange | Virginia |
| Early Strawberry | Hyslop | Red Siberian | Whitney |
| Florence | Martha | Shields | Yellow Siberian |

Varieties marked with a † \$1.00 per 1000 additional, except where furnished in assortment with other varieties.

Leading Varieties Pear

| | | | |
|-------------|----------------|---------|----------------|
| Bartlett | Duchess | Kieffer | Vermont Beauty |
| B. de Anjou | Flemish Beauty | Koonce | Wilder |
| Clapp's | Garber | Seckel | Worden-Seckle |

FRUIT TREE STOCKS

APPLE SEEDLINGS—Our American Grown Apple Seedlings have made up strong, and are in fine condition, free from insects and disease. Were not dug until well ripened; they cannot fail to give satisfaction.

Samples submitted if desired.

We will be pleased to quote favorable prices on application stating quantities and grades wanted.

Regular Grades as Follows:

| | |
|--|--|
| APPLE SEEDLINGS, extra heavy, $\frac{1}{4}$ inch and all up, straight or branched. | |
| “ “ No. 1, 3-16 inch and all up, straight or branched. | |
| “ “ No. 2, 2-16 to 3-16, straight or branched. | |
| “ “ No. 3, about 3-16, most too light for grafting. | |
| “ “ No. 4, for lining out. | |

We also can offer a grade called Grafters containing seedlings mostly 3-16 inch and up in caliper, but not suitable for the No. 1 and No. 2 grades.

Special grades made if desired. We can make a splendid grade of $\frac{1}{4}$ inch and up, branched roots, for lining out for budding. As heavy French Seedlings are scarce, these will take their place very nicely.

| | Code | Per 1000 |
|--|---------|----------|
| JAPAN PEAR SEEDLINGS, No. 1, 3-16 inch and up..... | Immerse | \$ 8 00 |
| “ “ “ No. 3..... | Impress | 3 50 |

FRENCH FRUIT TREE STOCKS

| | | |
|--|-----------|-------|
| APPLE SEEDLINGS, No. 1, 5 to 7 mm, branched..... | Idiom | 6 00 |
| “ “ No. 1, 5 to 7 mm, straight..... | | 6 00 |
| CHERRY, MAHALEB, No. 1, 5 to 8 mm..... | Ignite | 9 00 |
| “ “ No. 2, 3 to 5 mm..... | Ignoble | 6 00 |
| PLUM, MYROBOLAN, No. 2, 3 to 5 mm..... | Impassive | 7 00 |
| PEAR, extra heavy, 7 to 12 mm, branched..... | Ire | 11 00 |
| “ “ No. 1, 5 to 7 mm, branched..... | Image | 8 00 |
| “ “ No. 2, 3 to 5 mm, branched..... | Imbibe | 6 00 |
| QUINCE STOCKS, extra heavy 7 to 12 mm..... | Imperial | 12 00 |
| “ “ No. 1, 5 to 7 mm..... | Imply | 7 50 |

POPLAR CAROLINA, two and three years, well branched

| | Code | Per 100 | Per 1000 |
|--|--------|---------|----------|
| 12 to 14 feet, $1\frac{1}{2}$ to 2 inch caliper | Paling | \$15 00 | \$125 00 |
| 10 to 12 feet, $1\frac{1}{4}$ to $1\frac{1}{2}$ inch caliper | Pawn | 10 00 | 80 00 |
| 8 to 10 feet, 1 to $1\frac{1}{4}$ inch caliper | Potter | 8 00 | 60 00 |
| 6 to 8 feet, $\frac{3}{4}$ to 1 inch caliper | Park | 6 00 | 40 00 |
| 5 to 6 feet, $\frac{3}{8}$ to $\frac{1}{2}$ inch caliper | Pit | 5 00 | 25 00 |
| 4 to 5 feet, $\frac{1}{2}$ to $\frac{3}{4}$ inch caliper | Pint | 3 00 | 15 00 |

POPLAR CAROLINA, one year whips

| | | | |
|-----------------|---------|------|-------|
| 6 to 8 feet | Plaster | 4 00 | 20 00 |
| 5 to 6 feet | Plate | 3 00 | 12 50 |
| 4 to 5 feet | Plague | 2 00 | 10 00 |
| 3 to 4 feet | Plaid | 1 50 | 8 00 |
| 2 to 3 feet | Plevna | 1 00 | 6 00 |
| 18 to 24 inches | Pomfret | 80 | 5 00 |

POPLAR NORWAY, two and three years, branched

| | | | |
|--|--------|-------|--------|
| 12 to 14 feet, $1\frac{1}{2}$ to 2 inch caliper | Pacal | 18 00 | 150 00 |
| 10 to 12 feet, $1\frac{1}{4}$ to $1\frac{1}{2}$ inch caliper | Peace | 15 00 | 125 00 |
| 8 to 10 feet, 1 to $1\frac{1}{4}$ inch caliper | Piso | 12 50 | 100 00 |
| 6 to 8 feet, $\frac{3}{4}$ to 1 inch caliper | Peek | 10 00 | 80 00 |
| 5 to 6 feet, $\frac{3}{8}$ to $\frac{1}{2}$ inch caliper | Pat | 8 00 | 60 00 |
| 2 to 3 feet, one-year whips | Powcan | 1 50 | 12 50 |
| 18 to 24 inch, one-year whips | Pozo | 1 25 | 10 00 |

CHERRY, Dwarf Rocky Mountain

| | | | |
|-----------------|-------|------|-------|
| 2 to 3 feet | Felt | 4 00 | 30 00 |
| 18 to 24 inches | Fly | 3 00 | 25 00 |
| 12 to 18 inches | Ferry | 2 50 | 20 00 |
| 6 to 12 inches | Falla | 2 00 | 15 00 |

CUTTINGS

| | |
|--|------|
| Currant, London Market and Victoria | 2 00 |
| Honeysuckle, Pink and White Tartarian | 3 00 |
| Poplar, Carolina, (\$100.00 per 100,000) | 1 25 |
| Norway | 2 00 |
| Privet, California | 2 50 |
| Willow, Golden | 1 50 |
| Laurel Leaved | 2 00 |
| Wisconsin | 2 00 |

HEDGING

| | | Code | Per 100 | Per 1000 |
|-------------------------------|-----------------|----------|---------|----------|
| Barberry, Purple Leaved, | 18 to 24 inches | Shrug | 5 00 | ..... |
| " | " | Shut | 3 00 | ..... |
| " | Thunbergi, | Siege | 4 00 | ..... |
| " | " | Sigh | 2 50 | ..... |
| " | Vulgaris, | Saga | 5 00 | ..... |
| " | " | Sagathy | 3 00 | ..... |
| Buckthorn, | 2 to 3 feet | Salgen | 4 00 | ..... |
| " | 18 to 24 inches | Salify | 3 00 | 25 00 |
| " | 12 to 18 inches | Saint | 2 00 | 18 00 |
| Caragana, Arborescens, | 18 to 24 inches | Serve | 4 00 | ..... |
| Honeysuckle, Tartarian White, | 2 to 3 feet | Sile | 5 00 | 40 00 |
| " | " | Silent | 4 00 | ..... |
| Locust, Honey, | 18 to 24 inches | Sankey | ..... | 4 00 |
| " | " | Silure | ..... | 3 00 |
| " | " | Sima | ..... | 2 00 |
| Privet, Amoor, | 18 to 24 inches | Strut | 4 00 | ..... |
| " | " | Strutter | 3 00 | ..... |
| " | California, | Sirrah | 2 50 | 20 00 |
| " | " | Sirt | 2 00 | 15 00 |
| " | " | Syrup | 1 50 | 12 50 |
| " | Ibota, | Sugar | 4 00 | ..... |
| " | " | Saxon | 3 00 | ..... |
| " | Regelinum, | Shako | 4 00 | ..... |
| " | Vulgaris, | Sincere | 3 00 | ..... |
| " | " | Suitor | 2 00 | ..... |
| Pyrus, Japonica, | 2 to 3 feet | Sivah | 6 00 | ..... |
| " | " | Sizar | 4 00 | 35 00 |
| " | " | Skain | 3 00 | ..... |

SEEDS

| | Per lb | 100 lbs | | Per lb | 100 lbs |
|-------------------|--------|---------|-------------------------|--------|---------|
| Apple, American | \$ 35 | | Locust, Honey | \$ 25 | \$20 00 |
| " | | | Mulberry, Russian | 2 00 | |
| French Crab | 45 | | Peach Pits, per bushel, | \$2 00 | |
| Catalpa, Speciosa | 75 | 65 00 | Rhubarb | 50 | |
| Locust, Black | 30 | 25 00 | | | |

SCIONS We will have an assortment of **Apple, Cherry, Pear and Plum Scions** to offer. Send us your list of wants and we will be pleased to quote prices by letter as far as possible.

FOREST TREE SEEDLINGS

| | Code | Per 1000 |
|---|---------|----------|
| Ash, 12 to 18 inches..... | Wail | 3 50 |
| “ 6 to 12 inches..... | Wallet | 2 00 |
| Box Elder, 2 to 3 feet..... | Wattle | 6 00 |
| “ 18 to 24 inches..... | Wart | 4 50 |
| “ 12 to 18 inches..... | Waco | 3 50 |
| “ 6 to 12 inches..... | Wild | 2 00 |
| Butternut, 18 to 24 inches..... | Wipe | 15 00 |
| “ 12 to 18 inches..... | Waft | 12 00 |
| Catalpa, Speciosa, 6 to 12 inches..... | Window | 2 50 |
| Elm, American White, 4 to 5 feet..... | Wed | 15 00 |
| “ “ “ 3 to 4 feet..... | Weak | 10 00 |
| “ “ “ 2 to 3 feet..... | Woof | 5 00 |
| “ “ “ 18 to 24 inches..... | Wean | 3 50 |
| “ “ “ 12 to 18 inches..... | Wisp | 2 50 |
| “ “ “ 6 to 12 inches..... | Wafer | 1 75 |
| Locust, Black, 2 to 3 feet..... | Wiggle | 3 00 |
| “ “ 18 to 24 inches..... | Waiter | 2 50 |
| “ “ 12 to 18 inches..... | Whig | 2 00 |
| “ “ 6 to 12 inches..... | Wheeze | 1 25 |
| “ Honey, 2 to 3 feet..... | Wharf | 5 00 |
| “ “ 18 to 24 inches..... | Whim | 3 50 |
| “ “ 12 to 18 inches..... | Whey | 2 50 |
| “ “ 6 to 12 inches..... | Whack | 1 75 |
| Maple, Soft or Silver Leaved, 3 to 4 feet..... | Whamble | 10 00 |
| “ “ “ 2 to 3 feet..... | Wabble | 5 00 |
| “ “ “ 18 to 24 inches..... | War | 4 00 |
| “ “ “ 12 to 18 inches..... | Wing | 3 00 |
| Mulberry, Russian, 2 to 3 feet..... | Whimper | 6 00 |
| “ “ 18 to 24 inches..... | Wick | 4 50 |
| “ “ 12 to 18 inches..... | Winter | 3 50 |
| “ “ 6 to 12 inches..... | Wise | 2 50 |
| Osage Orange, 1 year, No. 1 (with tops if desired)..... | Writ | 2 00 |
| “ “ 1 year, No. 2 “ “ “..... | Warren | 1 25 |
| Russian Olive, 2 to 3 feet..... | Wide | 20 00 |
| “ “ 18 to 24 inches..... | Wilt | 15 00 |
| “ “ 12 to 18 inches..... | Wine | 12 00 |
| “ “ 6 to 12 inches..... | Witty | 9 00 |
| Walnut, Black, 12 to 18 inches..... | Wenz | 10 00 |
| Willow, Russian Golden, 2 to 3 feet..... | Winona | 10 00 |
| “ “ 18 to 24 inches..... | Wiley | 8 00 |

NURSERYMEN'S SUPPLIES

| | |
|--|-------|
| Baling Cord, ten-ply tube, best for ordinary baling, per pound..... | \$ 08 |
| Baling Cord, sisal, two-ply, for heavy bales, per pound..... | 10 |
| Box Clamps, lever style, durable, each..... | 2 50 |
| Box Straps, about 1 inch wide, 12 inches long,, ready for use, per pound | 05 |
| Burlap, 7 oz., 40 inch, per yard..... | 06 |
| Catalogs, descriptive, each..... | 15 |
| Collating Books, ruled and printed, each postpaid | 05 |
| Cash Books, delivery, ruled ready for use, postpaid, (per doz 60c) each | 07 |
| Dibbles, best steel, for planting. each..... | 1 00 |
| Gloves, good quality, per pair 50c, per dozen pair | 5 00 |
| Grafting Thread, waxed, per ball (if by mail add 7c) | 12½ |
| Grafting Thread, unwaxed, per ball (if by mail add 2c) | 08 |
| Knives, Budding, Wostenholm, best made, each..... | 75 |
| Knives, Grafting, a good durable knife, postpaid, each | 40 |
| Knives, Grafting, best, postpaid, each | 45 |
| Knives, Pruning, Wostenholm's I. X. L., best made, each..... | 75 |
| Labels, notched, iron wired, 3½ inches, plain, per 1000 | 75 |
| Labels, notched, copper wired, 3½ inch, plain, per 1000..... | 1 00 |
| Labels, notched and pierced, iron wired, plain, per 1000..... | 80 |
| Mittens, mule skin, each 35c, per dozen pairs | 2 75 |
| Needles, burlapping, 6-inch, bent, per dozen | 65 |
| Paper in rolls of 50 to 60 lbs, 36 inches wide, for lining boxes, per lb..... | 03 |
| Order books, containing 50 orders, without firm name, each 25c, per dozen..... | 2 50 |
| Raffia, best quality, per pound | 15 |
| Shears, pruning, California pattern, 9 inches, each | 65 |
| Shingle Shavings, baled, per cwt..... | 1 00 |
| Spades, Ames, strapped handles, best nursery spade, each | 1 75 |
| Tags, shipping, No. 5 "Manilla E" printed both sides, without firm name, per 100.. | 25 |
| Twine, Sewing for burlapping, per pound | 30 |
| Twine, Wool, for tying, per pound..... | 08 |
| Twine, Tarred Lath Yarn, in 6-pound balls, does not rot, per pound | 10 |

STATE OF IOWA, CERTIFICATE OF NURSERY INSPECTION

Office of State Entomologist, Ames, Iowa

This is to Certify, That in accordance with Chapter 53 of the Acts of the Twenty-seventh General Assembly, as amended by the Twenty-first General Assembly (Code Section 2575a51,) the nursery stock for sale by the Mount Arbor Nurseries, E. S. Welch, Prop., of Shenandoah, Iowa, has been inspected by a duly authorized inspector and has been found apparently free from dangerously injurious insects and plant diseases.

This Certificate is invalid after July 1, 1912.

Certificate No. 29. Dated 10, July, 1911.

H. E. SUMMERS, State Entomologist.

For the Spring Trade

We have one of the largest and most Complete lines of General Nursery Stock on the Market.

Especially Strong on

Apple—All Grades, over 100 varieties.

Cherry—Two year, all leading sour and sweet sorts in prime condition.

Plum on Plum—European and Japanese.

Pear—Bartlett, B. de Anjou and Kieffer.

Peach—Popular hardy varieties.

Mulberry Russian—Trees and Seedlings.

Currant—Leading kinds.

Ornamental Trees

Ash, Birch, C. L. W.; Maple Silver Leaved and Weir's; Elm, American White; Mountain Ash; Poplar Carolina and Norway; Walnut, Black.

Shrubs—Splendid assortment of the best kinds.

Roses—Hybrid Perpetual, Ramblers and Climbing.

Forest Tree Seedlings and California Privet.

We make a specialty of furnishing a full line of stock for wholesale trade. With our large and varied assortment of stock, unsurpassed equipment and facilities for handling the business, we can guarantee satisfaction.

Write us about anything you are interested in buying. Always pleased to answer inquiries and quote prices.

Address,

MOUNT ARBOR NURSERIES,

E. S. WELCH, Prop.

SHENANDOAH, IOWA

Nurserymen's Supplies

We carry a complete line of
Nurserymen's Supplies,
such as

Burlap, Carpet Warp,
Catalogs, Collating Books,
Dibbles, Excelsior,
Knives, Grafting Thread
Labels, Implements,
Order Books, Raffia,
Paper For Lining Boxes,
Box Straps, Twine, etc.

See Page Eight for Prices.

A Large Assortment of

General Nursery Stock

In Storage, from which
Shipments can be made
at any time.

TRADE LIST For Spring 1912

Will be issued about Feb-
ruary 1st. We will be
pleased to quote prices by
letter at any time.

REFERENCES:

Shenandoah National Bank
Mercantile Agencies
Any Business Firm in Shenandoah